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MEDCO REPORTS

Market Report

by Ed Nave
MEDCO Sales Manager

Anticipated MEDCO production over the next sixty days will continue to be heavy to **Doug Fir** and **White Fir.** The stock we are developing continues to be reliable MEDCO quality, but with clears in short supply to meet the present demand.

White Fir should continue about 30% of MEDCO production, and will, of course, run heavy to 2 x 4 with some 2 x 6. We do have a car of 2 x 10 on hand. While we don't cut any volume of wide stock, we do try to keep some on hand for mixed cars.

While we are making every effort to increase our limited **Pine** production, pine logs are just not available at this time, either from our own timber lands or from outside sources. What we do have will continue to be listed on MEDCO monthly stock lists. We are also working on a price guide for lumber items that we produce, and should have it out soon.

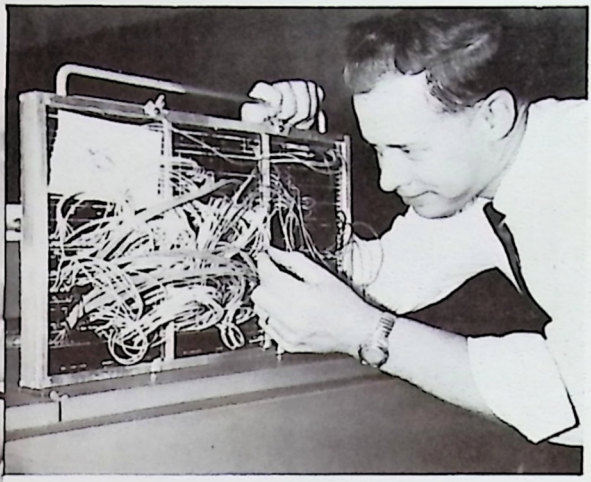
Our **plywood** production will continue heavier to sheeting grades than to sanded stock. Also, please remember we can make 9' and 10' plywood; 4' x 10' is an item that fits well in our production, and we make sheeting P & TS underlayment and sanded stock. Also, a fair percentage of 9'.

Texture 1-11 is another good item for us that can be included in mixed cars as well as straight cars. This stock is made in 8', 9' and 10'. We make two grades: "premium," a natural face with no repairs, and "sound grade," which is a plugged face. Both grades are made with a solid center and all with striated grooves. We can groove 2", 4", 6", 12", or it can be random-grooved. Also, we can make 1½" grooves, 12" on center or a 4" and 12" pattern. We continue to manufacture MEDCO Certified Sheeting, heavy to ⅝", all "fortified glue" stamped on each panel.

At the present time, we are installing a 4' core lathe for small diameter logs and to run some cores from our two lathes. This lathe will peel down to a 3" core, increasing our "C" veneer for crosscore to give us a better product mix. This new lathe should be in operation within the next 60 days.

The supply of wide-door cars is very limited at this time, with narrow-door cars becoming increasingly shorter in supply.

We at MEDCO welcome an opportunity to work with you on your requirements to provide you with the best quality stock you can buy.



"INSTANT INVOICING" FROM MEDCO

Within 24 hours of the time your boxcar has started rolling to you, your invoice is mailed providing you with a current, accurate record in time for you to make out billings and statements to your clients—there's no waiting on MEDCO for invoices!

MEDCO assistant accountant Eldon A. Vinson, shown above examining an IBM 402 board panel prior to running a sales analysis, and Louise (Mrs. James W.) Calhoon, shown above at her data processing center, are a part of the "instant invoicing" team which also includes Thada (Mrs. Floyd) Hilton.

To follow your order through MEDCO: after you call the Sales Department, a copy of your order is sent to the proper Shipping Department. Perhaps the material is in inventory, or may even be in manufacture as you call. As it is loaded, the boxcar is tallied. The tally comes to Invoicing, where an IBM card is created with the IBM 632 Computer—a combination typewriter, and computer with punch card output. While your invoice is being created, the boxcar is locked-up and sent for weighing—and within 24 hours of the time your car has started rolling to you, your invoice is in the mail.

Mrs. Hilton and Mrs. Calhoon alternate days on the IBM 632, which helps to keep both operators fresh and alert, as well as serving as a quality control check for the section.

MEDCO's Invoice Section produces approximately 20-25 invoices daily, including rail shipments and local and long-distance trucking. These invoices in turn create 200-250 IBM cards each day, providing MEDCO and the MEDCO Customer a continuous "running balance" on business performed in any given day, week, month or year.

Corporation

WATS What? Or What's WATS?

Just so you'll know WATS What?—or What's WATS, as the case may be. WATS is a new system of long distance telephone communications recently installed at MEDCO to enable us to stay in better contact with our customers, and thus to serve you better.

WATS, or "Wide Area Telephone Service," covers the continental United States for station-to-station outgoing long-distance calls at a fee based on monthly contracted hours.

To put this system fully into operation, we need your help in bringing our station-to-station numbers up to date. Please fill in the attached business-reply card, and send it back to us at your earliest convenience. Thanks! — and we'll be talking to you!

"TREES FOR TOMORROW" FROM MEDCO

"With a good deal of help from mother nature," says H. Mitchell, MEDCO Forester, "we'll re-forest at least 600 acres each year." Requiring an independent forester-contractor with a 5 to 10 man crew, the work is accomplished under the direction of a MEDCO Forester.

Begun in earnest on company lands in 1963, re-forestation activity provides additional jobs for at least four months every year, while providing a sustained availability of raw timber for future needs. "Trees for Tomorrow" are assured by MEDCO's tree farm.

MEDCO REPORTS is issued every-other-month by the Medford Corporation, manufacturers of quality lumber and plywood, to keep in better touch with you, our valued customer and friend.